

To: brewster  
From: judy@wais.com (Judy Chen)  
Subject: Board Meeting Items

Board Meeting Items:

Ensemble  
CMP  
AOL  
EB  
Intel--Online, porting  
financing

bank signature

Production services  
We have CMP

o Intel 25k

o Reuters

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o ST. Examiner 6

o Random House

o Larry

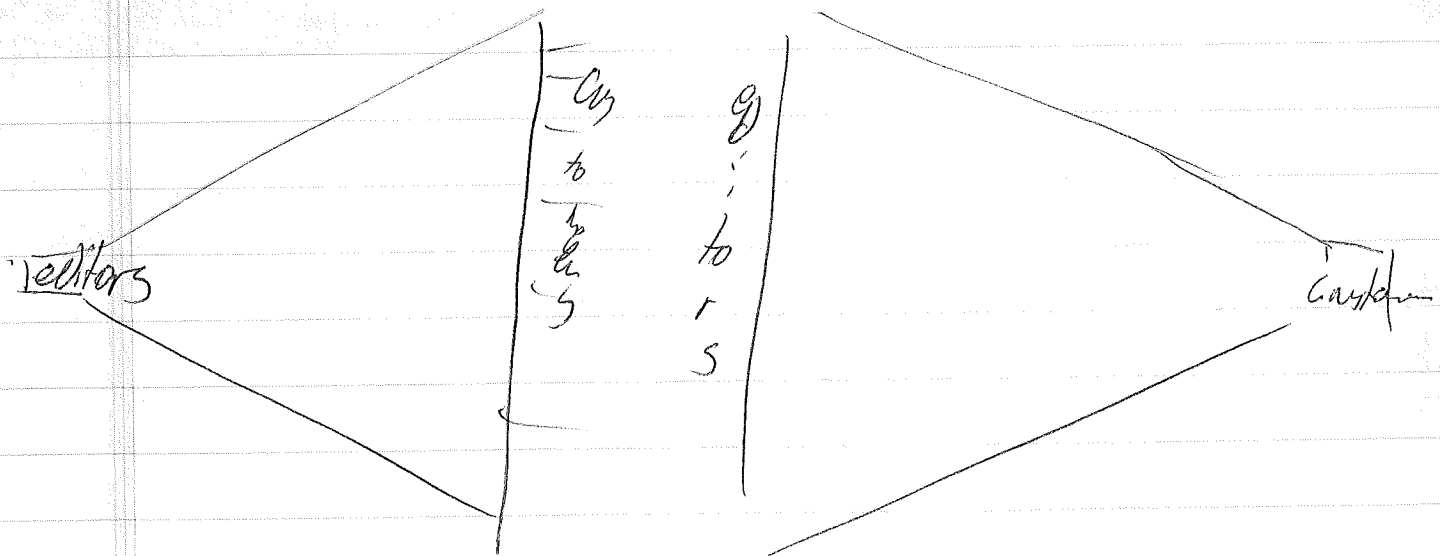
in business →

→ Mary McCall  
→ Weill  
→ Kevin Garry  
→ Claude  
Lori

operations plan



note:

- business model: repeatable, how to hook onto hockey stick
- technology management



Newspapers subscribers down

Home market \$30/month

our phase:   


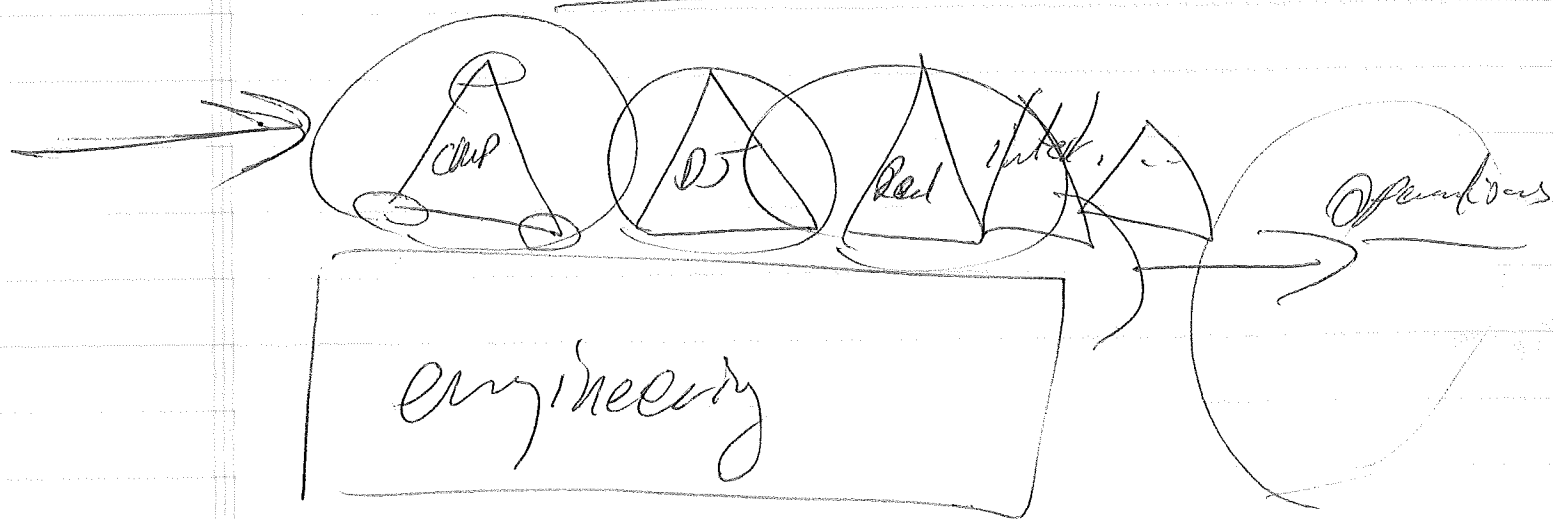
we weave and let

- understand traditional publishing
- model <sup>has</sup> ~~is~~ flipped : context
- we are the way that is done
  - agents personal magazine

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Now we have it how do we ramp?

John



$$\frac{150-160}{3} \rightarrow 70^{\circ}\text{K}$$

# WAIS, INC.

## BOARD MEETING AGENDA

November 30, 1994

12 noon – 5:00 p.m.

12 noon – 1 pm	Company Status
1 pm – 5 pm	Funding

### ATTENDEES:

Brewster Kahle  
John Duhring  
Bruce C. Gilliat  
William Dunn  
Nick Scharf  
Allen Morgan